



Wayzata Office

201 East Lake Street
Wayzata, MN 55391-1695
952-473-3000
Fax 952-473-3932
www.cbburnet.com

December 24, 2008

Don Driggs
2925 Casco Point Road
Orono, MN 55391

Dear Don Driggs,

We appreciate the opportunity to present our marketing plan and analysis to you.

The real estate market is changing everyday. We've put together this comparative market analysis to give you the most up-to-date information available about what is happening in your market area.

Some of the properties included in this analysis vary in size and amenities in comparison to your home. To account for these differences we've gone the extra step and included an adjusted market analysis for you, along with a standard statistical analysis. This adjusted market analysis will more accurately indicate a price range in today's market place based on factors like the neighborhood you live in, the actual size of your home, and its specific amenities.

This comparative market analysis will provide you with the information necessary to indicate an appropriate price range for your property in today's market.

It is very important that we price your home correctly and get your home in "showcase" condition. There are many competing homes on the market, all at different price ranges. Buyers understandably are very selective. The best-looking and competitively priced homes will attract the most qualified buyers.

The following pages outline our analysis of the current market conditions, the market value of your home, and our plan to market your home to the widest possible audience in the quickest amount of time.

Thank you again for this opportunity. We look forward to a successful partnership.

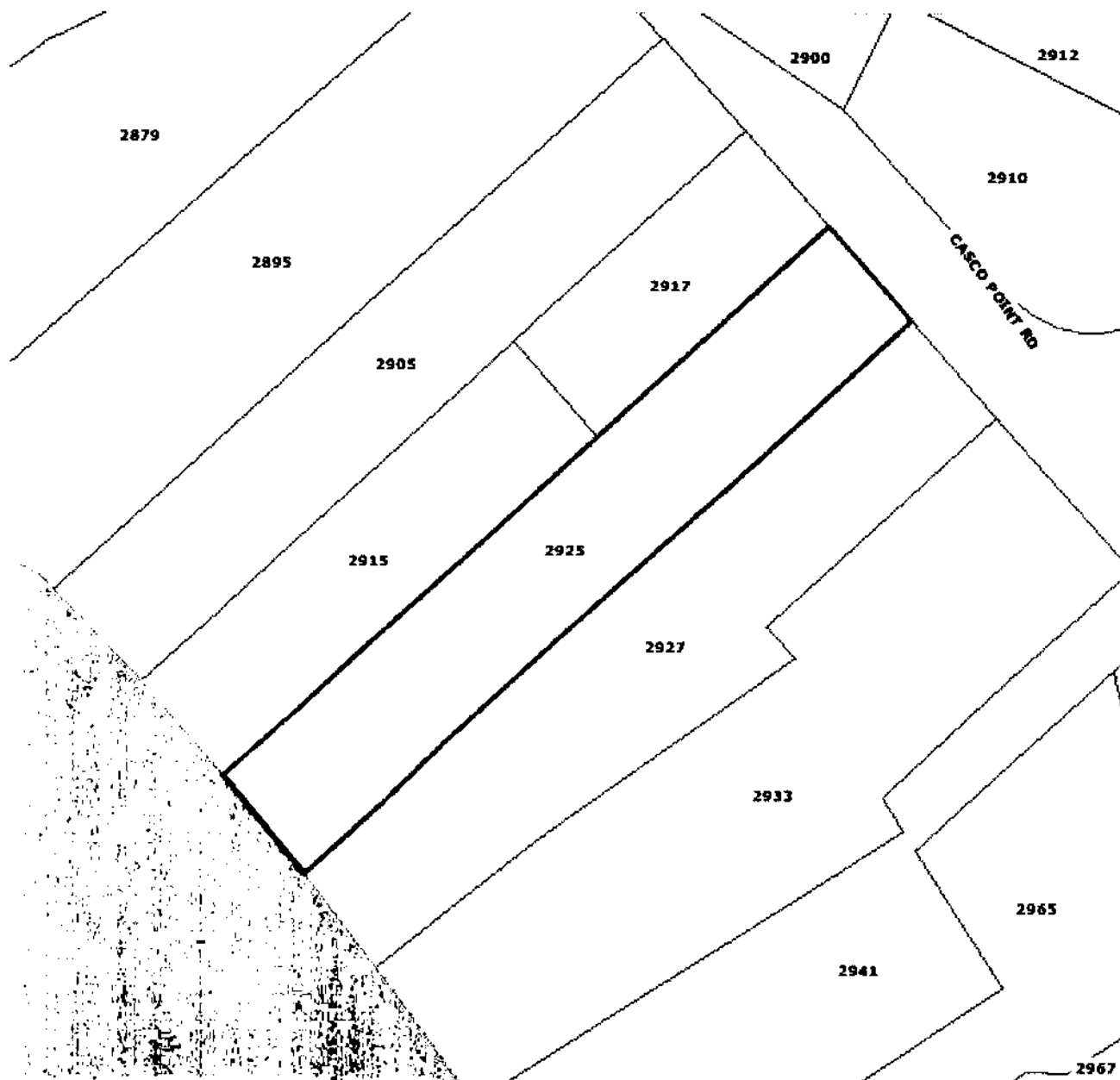
Sincerely,

A handwritten signature in cursive script that reads "Paul Larson".
Paul Larson

Prepared by Paul Larson

Hennepin County Property Map - Tax Year: 2008

The data contained on this page is derived from a compilation of records and maps and may contain discrepancies that can only be disclosed by an accurate survey performed by a licensed land surveyor. The perimeter and area (square footage and acres) are approximates and may contain discrepancies. The information on this page should be used for reference purposes only. Hennepin County does not guarantee the accuracy of material herein contained and is not responsible for any misuse or misrepresentation of this information or its derivatives.



Selected Parcel Data

Parcel ID: 20-117-23-31-0050

Owner Name: DONALD A DRIGGS

Parcel Address: 2925 CASCO POINT RD, ORONO, MN 55391

Property Type: RESIDENTIAL LAK

Homestead: NON-HOMESTEAD

Area (sqft): 22877

Area (acres): 0.53

A-T-B: ABSTRACT

Market Total: \$868,000.00

Tax Total: \$7,436.70

Date Printed: 12/3/2008 2:39:44 PM

Current Parcel Date: 11/3/2008

Sale Price: \$555,000.00

Sale Date: 09/2000

Sale Code: WARRANTY DEED



Hennepin County Oblique Aerials

Images courtesy of: Microsoft® Virtual Earth™ 2008

Flight Date: April 2006



Comparative Market Analysis Explanation

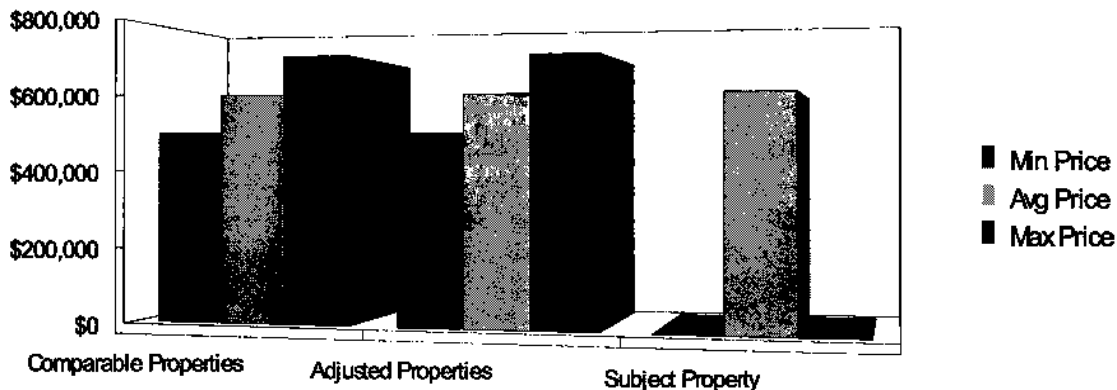
The remainder of this presentation contains information that will enable us to compare your home to others like it in the market place. This comparison will help us decide the fair market value for your home in the current market. Once we have decided on a price and tested it, changing market conditions may require adjustments to the price to remain competitive.

This comparison is called a comparative market analysis (CMA). It uses the most current and reliable information from the Multiple Listing Service (MLS), real estate firms, and title companies in this community. The homes included in this analysis are a sampling of properties in the area that are currently for sale or that have recently sold. They provide us a base line from which to begin our comparison. Other factors considered in this comparison are square footage, location, amenities, the physical condition of your property, and the effects of any existing financing on your home.

At times, the term "fair market value" causes confusion. The definition has three basic parts – particular house – current condition – time frame (usually 30 to 90 days). Put simply, fair market value is the price at which a home will sell within a reasonable amount of time. This CMA will allow us to figure, using the above information, the fair market value for your home. Remember this is just an estimation and the price could vary up or down depending on the motivation of the buyer, seller and any fluctuations in the market.

Prepared by Paul Larson

Comparable Price Analysis



Comparable Price Analysis

	<i>Sold Price</i>	<i>Price per Sq.Ft.</i>
Low Price	\$500,000	\$215
Average Price	\$599,070	\$307
High Price	\$698,900	\$386

Adjusted Price Analysis

	<i>Sold Price</i>	<i>Price per Sq.Ft.</i>
Low Price	\$500,000	\$215
Average Price	\$599,070	\$307
High Price	\$698,900	\$386

Approx. Market Value

\$600,000

Seller

Date

Broker/Sales Associate

Date

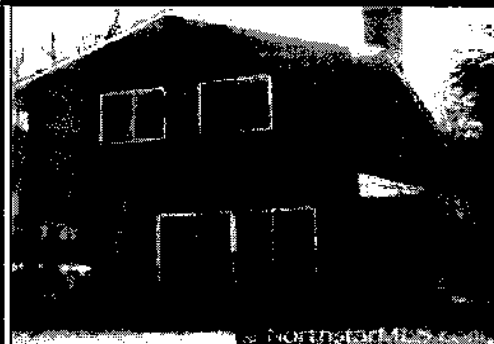
Prepared by Paul Larson

Comparable Property Details

Properties Currently for Sale

2691 Casco Point Rd

1



City/Area: ORON, MN 55391

MLS#: 3526598 List Price: \$699,900

Beds: 4 Baths: 3

Year/Age: 1906 \$/Sq. Ft.: \$337

Lot Size: E79X320XL60X260

DOM/MT: 256

List Date: 4/12/2008

Sq. Ft.: 2,074

Map Code: 117

Census

Tract:

0272.03

Interior Features: Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Crawl Space/Partial; Appliances: Dishwasher/Disposal/Dryer/Exhaust Fan/Hood/Microwave/Range/Washer/Water Softener - Owned;

Remarks: Relocation makes this Casco Pt. GEM avail. & great opportunity to enjoy lake living every day. West facing sunsets, boathouse, newly refreshed w/paint & stainless appliances. All reasonable offers will be considered.

4756 Kildare Rd

2



City/Area: MOUD, MN 55364

MLS#: 3627762 List Price: \$579,900

Beds: 3 Baths: 4

Year/Age: 2007 \$/Sq. Ft.: \$171

Lot Size: 80x430

DOM/MT: 432

List Date: 12/13/2008

Sq. Ft.: 3,383

Map Code: 117

Census

Tract:

0276.02

Interior Features: Cooling: Central; Heating: Forced Air/In-Floor Heating; Fireplace: Y; Basement: Finished (Livable)/Partial; Appliances: Dishwasher/Dryer/Washer;

Remarks: This home is a great buy!! Sits on a very quiet street on high ground. Has .79 acres of land to enjoy w/ great views. Home has open vaulted ceilings. The master & bath is done with high end finishes. Great opportunity to live on the LAKE!!

Prepared by Paul Larson

Comparable Property Details

Properties Currently for Sale

4894 Edgewater Dr

3



City/Area: MOUD, MN 55364

MLS#: 3542828 **List Price:** \$599,900
Beds: 3 **Baths:** 2
Year/Age: 1915 **\$/Sq. Ft.:** \$320
Lot Size: 50 X 174 X56 X170

DOM/MT: 224
List Date: 5/14/2008
Sq. Ft.: 1,876
Map Code: 117
Census Tract:
0276.01

Interior Features: Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Full; Appliances: Dishwasher/Dryer/Range/Refrigerator/Washer/Water Softener - Owned;

Remarks: Enjoy beautiful Lake Minnetonka from your spacious deck overlooking Harrison Bay. This lovely home features 3 BRs all on one level. Beautiful built-ins & classic hardwood floors make this home a place to call your own!

1960 Shorewood Ln

4



City/Area: MOUD, MN 55364

MLS#: 3596615 **List Price:** \$650,000
Beds: 3 **Baths:** 2
Year/Age: 1925 **\$/Sq. Ft.:** \$477
Lot Size: 75L x 185 x 75 x 198

DOM/MT: 107
List Date: 9/8/2008
Sq. Ft.: 1,364
Map Code: 12
Census Tract:
0276.01

Interior Features: Cooling: Window; Heating: Baseboard/Hot Water; Fireplace: N; Basement: Full/Walkout; Appliances: Range/Refrigerator;

Remarks: Estate property 1st time available to public. Executive handyman special, square and level. Main floor master has glass door to 34x10 ft lakeside enclosed porch. Panoramic view of West Arm Bay. 22x28 detached garage. New house on this lot add \$350,000.

Prepared by Paul Larson

Comparable Property Details

Properties Currently for Sale

1900 Shorewood Ln

5



City/Area: MOUD, MN 55364

MLS#: 3619523 List Price: \$669,900

Beds: 5 Baths: 3

Year/Age: 1987 \$/Sq. Ft.: \$285

Lot Size: 50x127x50x137

DOM/MT: 42

List Date: 11/12/2008

Sq. Ft.: 2,348

Map Code: 117

Census

Tract:

0276.01

Interior Features: Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Walkout; Appliances: Range;

Remarks: THIS HOME HAS IT ALL HARD WOOD FLOORS GRANITE, LVL LAKE SHORE, SS APPLIANCES, 5 BEDROOMS, OPEN FLOOR PLAN, BIG WATER VIEWS, ALL OFFERS SUBJECT TO 3RD PARTY APPROVAL, THEY ARE MOTIVATED AND REPLY QUICKLY. BRING ALL OFFERS!

4621 Kildare Rd

6



City/Area: MOUD, MN 55364

MLS#: 3580104 List Price: \$699,900

Beds: 4 Baths: 3

Year/Age: 2006 \$/Sq. Ft.: \$240

Lot Size: Irregular

DOM/MT: 997

List Date: 8/1/2008

Sq. Ft.: 2,912

Map Code: 117

Census

Tract:

0276.02

Interior Features: Cooling: Central; Heating: Forced Air/In-Floor Heating; Fireplace: Y; Basement: Walkout; Appliances: Cooktop/Dishwasher/Disposal/Exhaust Fan/Hood/Microwave/Refrigerator/Wall Oven/Water Softener - Owned;

Remarks: Lakefront living at its best. 2006 new construction. Upscale finishes--Maple, granite, slate & ceramic, Pella tinted windows, main fir master, spa bath. Dream kitchen-open to greatroom, vaults. LL walkout to patio - lake - dock.

Prepared by Paul Larson

Comparable Property Details

Properties Currently for Sale

3200 North Shore Dr

7



City/Area: ORON, MN 55391

MLS#: 3606086 List Price: \$699,000
Beds: 2 Baths: 2
Year/Age: 1910 \$/Sq. Ft.: \$402
Lot Size: S58X560XL58X555

DOM/MT: 449
List Date: 10/2/2008
Sq. Ft.: 1,740
Map Code: 103
Census
Tract:

0272.01

Interior Features: Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Partial;

Remarks: Charming 1 story home on 58 of lvl lakeshore w/sandy beach on Maxwell Bay. Lots of potential. Loft over garage can be finished to add addtl 400+ sq ft. Roof, windows, furnace all new within last 5 yrs. Move in now and add your improvements later.

5432 Breezy Rd

8



City/Area: MOUD, MN 55364

MLS#: 3614986 List Price: \$595,000
Beds: 4 Baths: 2
Year/Age: 1959 \$/Sq. Ft.: \$242
Lot Size: 80X240

DOM/MT: 209
List Date: 10/28/2008
Sq. Ft.: 2,461
Map Code: 116
Census
Tract:

0276.01

Interior Features: Cooling: None; Heating: Baseboard/Hot Water; Fireplace: Y; Basement: Finished (Livable)/Full/Walkout; Appliances: Dishwasher/Disposal/Dryer/Exhaust Fan/Hood/Range/Refrigerator/Washer/Water Softener - Owned;

Remarks: NO COMMONS - Private setting. 80 ft of flat level lakeshore on Harrison Bay. Big spacious back yd, two FPs, four BRs, walkout basement walkout BR. Huge patio & deck. Great for entertaining and lots of kids. Mega storage. inside and out.

Prepared by Paul Larson

Comparable Property Details

Properties Recently Sold

4416 Denbigh Rd

9



City/Area: MOUD, MN 55364

MLS#: 3313164

List Price: \$575,000

Sold Price: \$595,000

Beds: 3

Baths: 2

Year/Age: 1963

\$/Sq. Ft.: \$350

Lot Size: 200 x 50L

DOM/MT: 33

List Date: 1/11/2007

Sold Date: 2/23/2007

Sq. Ft.: 1,700

Map Code: 117

Census

Tract: 0276.02

Interior Features:

Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Walkout; Appliances: Dishwasher/Dryer/Exhaust Fan/Hood/Microwave/Range/Refrigerator/Washer;

Remarks:

GREAT OPPORTUNITY TO BE ON LK MTKA (BLACK LAKE BAY) AT A VERY REASONABLE COST. BEST VALUE ON THE LAKE. DIRECT LAKESHORE, NOT COMMONS. NEWER CARPET, REFINISHED FLOORS, LG DECK W/SCINTILATING VIEWS & GRADUAL SLOPE TO THE LK. QUICK CLOSING POSS.

2048 Arbor Ln

10



City/Area: MOUD, MN 55364

MLS#: 3342009

List Price: \$609,900

Sold Price: \$610,000

Beds: 3

Baths: 2

Year/Age: 1915

\$/Sq. Ft.: \$332

Lot Size: 183 x 50

DOM/MT: 188

List Date: 3/13/2007

Sold Date: 9/21/2007

Sq. Ft.: 1,840

Map Code: 117

Census

Tract: 0276.01

Interior Features:

Cooling: Central; Heating: Forced Air; Fireplace: N; Basement: Crawl Space/Daylight/Lookout Windows/Full/Walkout; Appliances: Dishwasher/Disposal/Dryer/Microwave/Range/Refrigerator/Washer/Water Softener - Owned;

Remarks:

PRICED FOR IMMEDIATE SALE. BEST BUY IN THIS PRICE RANGE AND AREA. Live on Lake Minnetonka with open water views! Well maintained w/many updates. Rare for the area 50ft of private shoreline-not common! Contact the agent & read the supplement for more info.

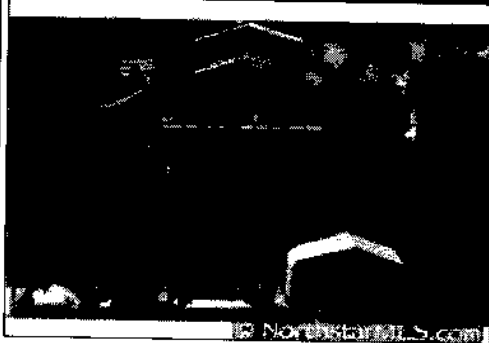
Prepared by Paul Larson

Comparable Property Details

Properties Recently Sold

4886 Edgewater Dr

11



City/Area: MOUD, MN 55364

MLS#: 3360416

List Price: \$649,900

DOM/MT: 206

List Date: 4/16/2007

Sold Price: \$606,950

Sold Date: 7/27/2007

Beds: 3

Baths: 2

Sq. Ft.: 1,860

Year/Age: 1973

\$/Sq. Ft.: \$326

Map Code: 117

Lot Size: 50 x 183

Census

Tract: 0276.01

Interior Features:

Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Finished (Livable)/Full/Walkout; Appliances: Dishwasher/Disposal/Dryer/Exhaust Fan/Hood/Freezer/Other/Range/Refrigerator/Washer;

Remarks:

Mile-long views, gently-sloping lawn & private lakeshore! Open floorplan & recent updates highlight this home located in quiet n'hood. Steps to the new regional bike trail & rejuvenated downtown Mound. Credit avail. for future 3rd BR w/acceptable offer.

1901 Shorewood Ln

12



City/Area: MOUD, MN 55364

MLS#: 3525653

List Price: \$680,000

DOM/MT: 329

List Date: 4/11/2008

Sold Price: \$680,000

Sold Date: 5/15/2008

Beds: 3

Baths: 3

Sq. Ft.: 1,848

Year/Age: 1978

\$/Sq. Ft.: \$368

Map Code: 117

Lot Size: 80X230X80X245

Census

Tract: 0276.01

Interior Features:

Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Daylight/Lookout Windows/Full/Walkout;

Remarks:

WHO NEEDS A CABIN. COME HOME TO 80 FT OF LK MINNETONKA QUIET AREA ON HARRISON BAY. SPACIOUS WALKOUT SPLIT OFFERS ROOM TO ROAM AND 3 FIREPLACES! PLENTY OF PARKING FOR ENTERTAINING.

Prepared by Paul Larson

Comparable Property Details

Properties Recently Sold

1871 Shorewood Ln

13



City/Area: MOUD, MN 55364

MLS#: 3544270 List Price: \$699,000

Sold Price: \$620,000

Beds: 4 Baths: 2

Year/Age: 1930 \$/Sq. Ft.: \$307

Lot Size: 60x227x60x220

DOM/MT: 179

List Date: 5/16/2008

Sold Date: 10/20/2008

Sq. Ft.: 2,018

Map Code: 117

Census

Tract: 0276.01

Interior Features: Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Crawl Space; Appliances: Cooktop/Dishwasher/Dryer/Range/Refrigerator/Washer;

Remarks: Level Lake Mtn sandy *SW exposure* shoreline. HUGE 12,894 SQ FT lot; future VALUE for new const. Hme's E side borders a "natural park"; extra privacy! Cute Cottage on quiet bay offers fireside dining-vaulted Grt Rm-Lg lkside DK-ONE lvl living, WOW!

2965 Casco Point Rd

14



City/Area: ORON, MN 55391

MLS#: 3543200 List Price: \$699,900

Sold Price: \$698,900

Beds: 3 Baths: 3

Year/Age: 1920 \$/Sq. Ft.: \$302

Lot Size: Irregular-See Lister

DOM/MT: 40

List Date: 5/14/2008

Sold Date: 7/3/2008

Sq. Ft.: 2,318

Map Code: 117

Census

Tract: 0272.03

Interior Features: Cooling: Central; Heating: Forced Air/In-Floor Heating; Fireplace: Y; Basement: Daylight/Lookout Windows/Full/Walkout; Appliances: Cooktop/Dishwasher/Disposal/Dryer/Microwave/Refrigerator/Wall Oven/Washer;

Remarks: Rambler with Lake Minnetonka frontage in Desirable Casco Point Area. Gourmet Kitchen with SS appliances, Granite countertops and Maple Cabinets & Flooring. Large Master Suite w/private bath & WIC. Great Room with panoramic windows overlook the Lake!

Prepared by Paul Larson

Comparable Property Details

Properties Recently Sold

5120 Shady Island Trl

15



City/Area: SHRW, MN 55364

MLS#: 3461987 **List Price:** \$575,000

Sold Price: \$575,000

Beds: 4 **Baths:** 3

Year/Age: 1908 **\$/Sq. Ft.:** \$224

Lot Size: 105X190X80LX265

DOM/MT: 226

List Date: 10/31/2007

Sold Date: 7/30/2008

Sq. Ft.: 2,564

Map Code: 117

Census

Tract: 0275.03

Interior Features: Cooling: Wall; Heating: Baseboard/Hot Water; Fireplace: Y; Basement: Daylight/Lookout Windows/Finished (Livable)/Full/Walkout; Appliances: Cooktop/Dishwasher/Disposal/Dryer/Exhaust Fan/Hood/Wall Oven/Washer;

Remarks: Beautiful Lake Minnetonka lot with 80 ft of eastern exposure overlooking Spray and Goose Islands. Wonderful views, nicely wooded, very private island living (apx 30 homes on Shady Island). Remodel or build new. Great opportunity to own on the lake.

2128 Centerview Ln

16



City/Area: MOUD, MN 55364

MLS#: 3527236 **List Price:** \$595,000

Sold Price: \$560,000

Beds: 4 **Baths:** 5

Year/Age: 2006 **\$/Sq. Ft.:** \$216

Lot Size: 157x109x131x89

DOM/MT: 456

List Date: 4/15/2008

Sold Date: 9/29/2008

Sq. Ft.: 2,592

Map Code: 117

Census

Tract: 0276.01

Interior Features: Cooling: Central; Heating: Forced Air; Fireplace: N; Basement: Walkout; Appliances: Dishwasher/Microwave/Range/Refrigerator;

Remarks: A rare find! 2006 custom fir plan on 89' of lakeshore. Scenic views from all windows, wrap around deck & mas. balcony. Granite cnter tops, maple cabinets, hdwd fir, butler pantry, 5 ceramic ba's. 1st fir Indry. 3+ car gar w/potential studio. A gem!

Prepared by Paul Larson

Comparable Property Details

Properties Recently Sold

4547 Island View Dr

17



City/Area: MOUD, MN 55364

MLS#: 3554344

List Price: \$650,000

Sold Price: \$565,000

Beds: 2

Baths: 2

Year/Age: 1920

\$/Sq. Ft.: \$387

Lot Size: Irregular Lake Lot

DOM/MT: 132

List Date: 6/6/2008

Sold Date: 9/2/2008

Sq. Ft.: 1,460

Map Code: 117

Census

Tract: 0276.02

Interior Features:

Cooling: Central; Heating: Forced Air/Other; Fireplace: Y; Basement: Finished (Livable)/Full/Walkout; Appliances: Dishwasher/Range/Refrigerator/Water Softener - Owned;

Remarks:

One of Lake Mikas finest panoramic views. Flat lot; GREAT water. Quaint storybook cottage surrounded by lush gardens & lake views. Quiet setting. Lakeside deck is barefoot steps to waters edge. Million \$ plus nbrhd. Turn-key ready to enjoy! Hurry!

4917 Island View Dr

18



City/Area: MOUD, MN 55364

MLS#: 3530721

List Price: \$589,900

Sold Price: \$500,000

Beds: 3

Baths: 3

Year/Age: 1978

\$/Sq. Ft.: \$216

Lot Size: 40L x 100

DOM/MT: 327

List Date: 4/22/2008

Sold Date: 9/25/2008

Sq. Ft.: 2,318

Map Code: 117

Census

Tract: 0276.02

Interior Features:

Cooling: Central; Heating: Hot Water; Fireplace: Y; Basement: Walkout; Appliances: Central Vacuum/Cooktop/Dishwasher/Dryer/Exhaust Fan/Hood/Freezer/Microwave/Range/Refrigerator/Wall Oven/Washer/Water Softener - Owned;

Remarks:

Great House! Great Value! Many Updates! Famous Lake Minnetonka!

Prepared by Paul Larson

Comparable Property Details

Properties Recently Sold

3510 Tuxedo Rd

19



City/Area: MNT, MN 55364

MLS#: 3499506

List Price: \$689,900

Sold Price: \$675,000

Beds: 3

Baths: 3

Year/Age: 1996

\$/Sq. Ft.: \$334

Lot Size: Irregular

DOM/MT: 303

List Date: 2/15/2008

Sold Date: 5/29/2008

Sq. Ft.: 2,020

Map Code: 117

Census

Tract: 0277.00

Interior Features:

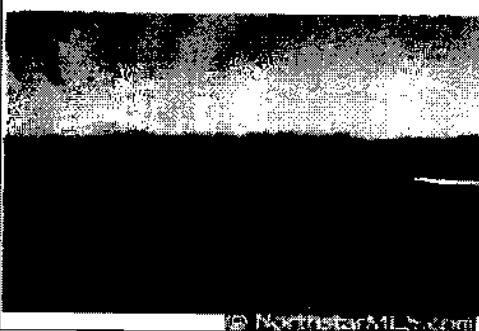
Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: Drain Tiled/Egress Windows/Finished (Livable)/Full/Sump Pump/Walkout; Appliances: Central Vacuum/Dishwasher/Disposal/Dryer/Exhaust Fan/Hood/Microwave/Range/Refrigerator/Trash Compactor/Washer/Water Softener - Owned;

Remarks:

Perfect move in condition! 100 feet of level, rip rapped lakeshore, fresh paint, new shake siding, 2 gas FP, whirlpool tub, 9' ceilings, bit-in audio, huge lakeside deck, the list goes on and on. Low maintenance!

450 Lafayette Ave

20



City/Area: EXCE, MN 55331

MLS#: 3574024

List Price: \$617,900

Sold Price: \$503,000

Beds: 4

Baths: 2

Year/Age: 1920

\$/Sq. Ft.: \$333

Lot Size: irregular

DOM/MT: 299

List Date: 7/18/2008

Sold Date: 9/8/2008

Sq. Ft.: 1,509

Map Code: 117

Census

Tract: 0275.01

Interior Features:

Cooling: Central; Heating: Forced Air; Fireplace: Y; Basement: None; Appliances: Cooktop/Dishwasher/Exhaust Fan/Hood/Refrigerator/Wall Oven;

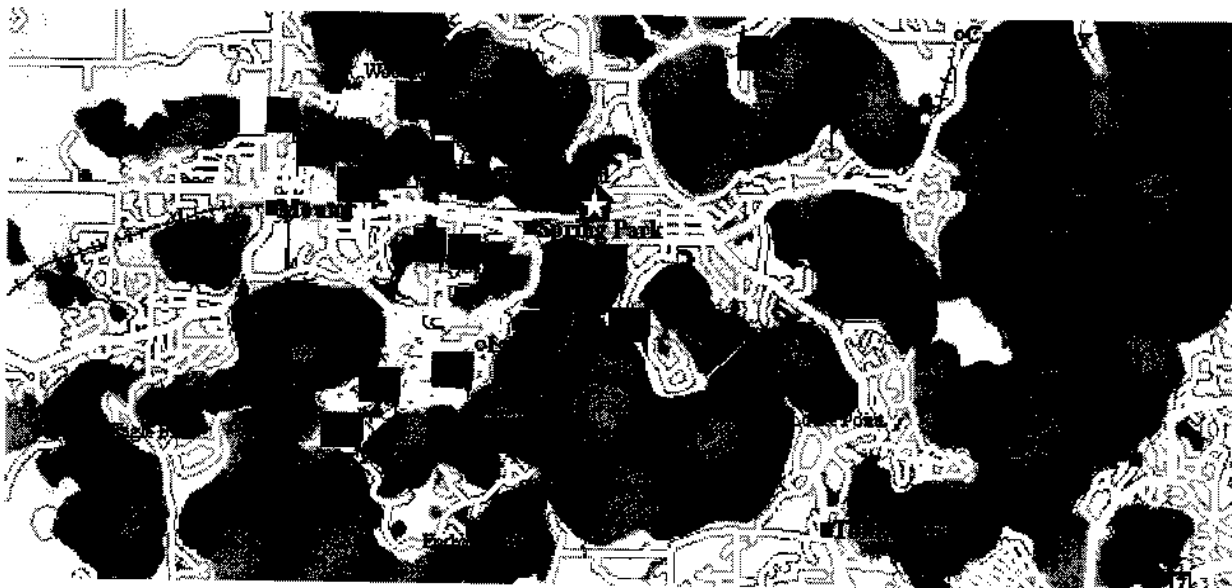
Remarks:

Fantastic Lake Minnetonka Lakeshore on main lower lake with stunning views! 40' with large level yard on main lake + 20' lakeshore on channel. All this close to downtown Excelsior, shopping, dining and recreation!

Prepared by Paul Larson

Comparable Property Details

Map of Comparable Properties



Prepared by Paul Larson

Comparable Property Details

Comparable Properties Map Listing Index

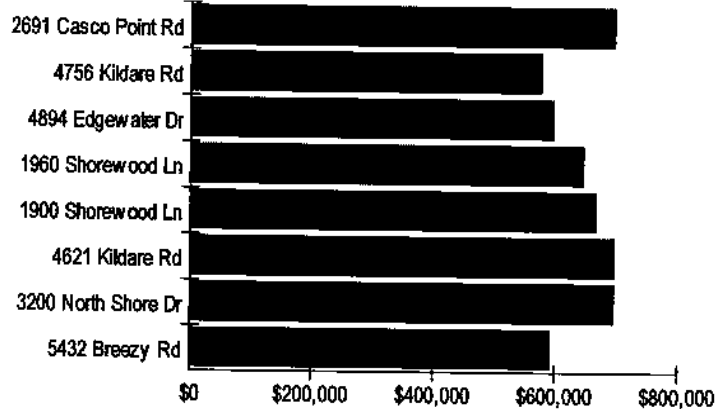
<u>Order #</u>	<u>Address</u>	<u>Date Listed</u>	<u>Listing Price</u>
1	2691 Casco Point Rd	4/12/2008	\$699,900
2	4756 Kildare Rd	12/13/2008	\$579,900
3	4894 Edgewater Dr	5/14/2008	\$599,900
4	1960 Shorewood Ln	9/8/2008	\$650,000
5	1900 Shorewood Ln	11/12/2008	\$669,900
6	4621 Kildare Rd	8/1/2008	\$699,900
7	3200 North Shore Dr	10/2/2008	\$699,000
8	5432 Breezy Rd	10/28/2008	\$595,000
9	4416 Denbigh Rd	1/11/2007	\$575,000
10	2048 Arbor Ln	3/13/2007	\$609,900
11	4886 Edgewater Dr	4/16/2007	\$649,900
12	1901 Shorewood Ln	4/11/2008	\$680,000
13	1871 Shorewood Ln	5/16/2008	\$699,000
14	2965 Casco Point Rd	5/14/2008	\$699,900
15	5120 Shady Island Trl	10/31/2007	\$575,000
16	2128 Centerview Ln	4/15/2008	\$595,000
17	4547 Island View Dr	6/6/2008	\$650,000
18	4917 Island View Dr	4/22/2008	\$589,900
19	3510 Tuxedo Rd	2/15/2008	\$689,900
20	450 Lafayette Ave	7/18/2008	\$617,900

Prepared by Paul Larson

Comparable Property Statistics

Active Properties

Number of Listings	8
Lowest List Price	\$579,900
Average List Price	\$649,188
Highest List Price	\$699,900
Average Price/SqFt	\$309
Average DOM	340

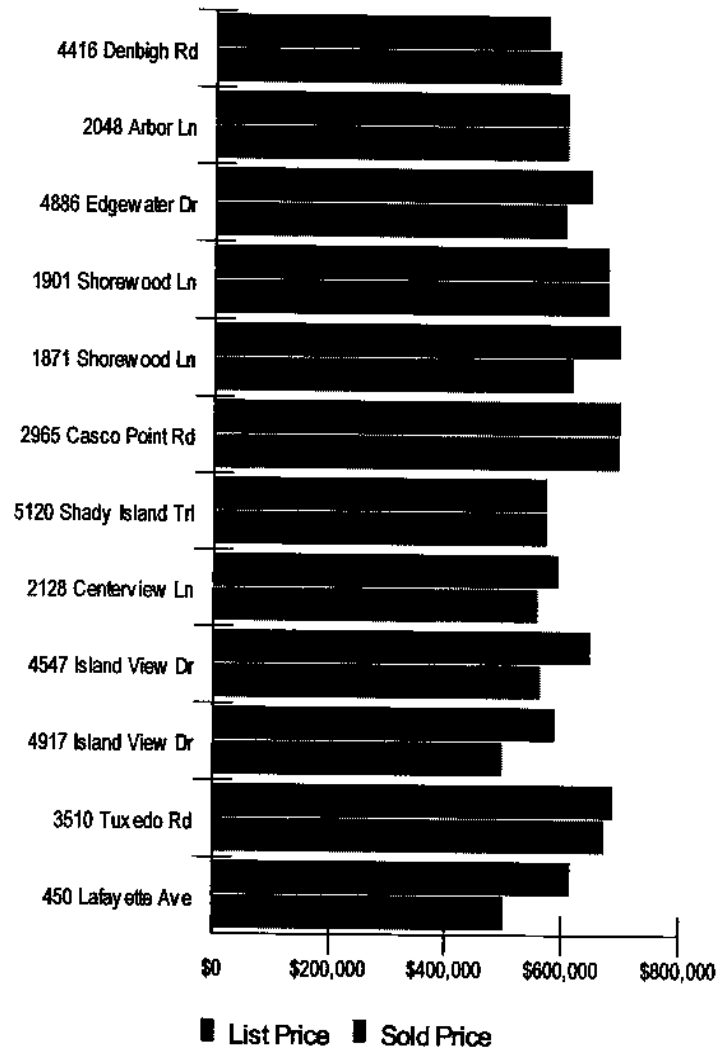


Sold Properties

Prepared by Paul Larson

Comparable Property Statistics

Number of Listings	12
Lowest Sold Price	\$500,000
Average Sold Price	\$599,071
Highest Sold Price	\$698,900
Average Price/SqFt	\$308
Average DOM	227



Prepared by Paul Larson

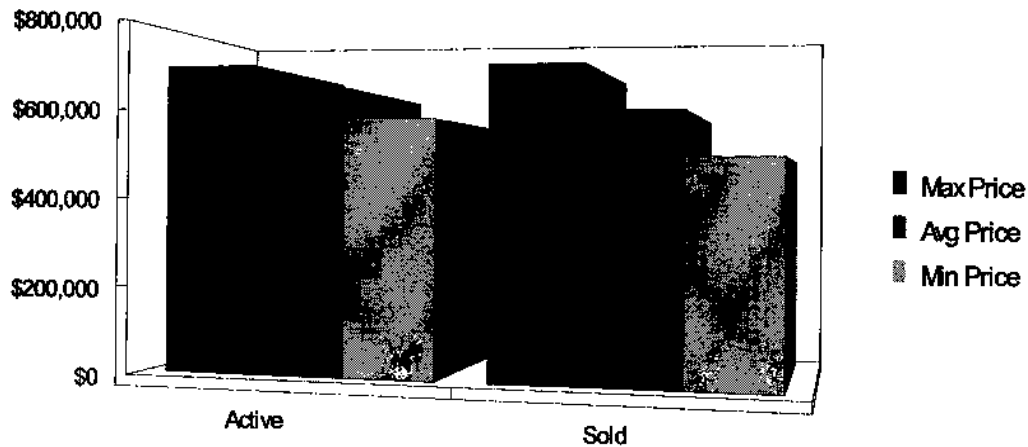
Summary of Comparable Properties

Address	Beds	Baths	DOM	SqFt	List Price	Sold Price	Sold Date
Active Properties							
2691 Casco Point Rd	4	3	256	2,074	\$699,900		
4756 Kildare Rd	3	4	432	3,383	\$579,900		
4894 Edgewater Dr	3	2	224	1,876	\$599,900		
1960 Shorewood Ln	3	2	107	1,364	\$650,000		
1900 Shorewood Ln	5	3	42	2,348	\$669,900		
4621 Kildare Rd	4	3	997	2,912	\$699,900		
3200 North Shore Dr	2	2	449	1,740	\$699,000		
5432 Breezy Rd	4	2	209	2,461	\$595,000		
<hr/>							
	Averages		339	2,269	\$649,187		
Sold Properties							
4416 Denbigh Rd	3	2	33	1,700	\$575,000	\$595,000	2/23/2007
2048 Arbor Ln	3	2	188	1,840	\$609,900	\$610,000	9/21/2007
4886 Edgewater Dr	3	2	206	1,860	\$649,900	\$606,950	7/27/2007
1901 Shorewood Ln	3	3	329	1,848	\$680,000	\$680,000	5/15/2008
1871 Shorewood Ln	4	2	179	2,018	\$699,000	\$620,000	10/20/2008
2965 Casco Point Rd	3	3	40	2,318	\$699,900	\$698,900	7/3/2008
5120 Shady Island Trl	4	3	226	2,564	\$575,000	\$575,000	7/30/2008
2128 Centerview Ln	4	5	456	2,592	\$595,000	\$560,000	9/29/2008
4547 Island View Dr	2	2	132	1,460	\$650,000	\$565,000	9/2/2008
4917 Island View Dr	3	3	327	2,318	\$589,900	\$500,000	9/25/2008
3510 Tuxedo Rd	3	3	303	2,020	\$689,900	\$675,000	5/29/2008
450 Lafayette Ave	4	2	299	1,509	\$617,900	\$503,000	9/8/2008
<hr/>							
	Averages		226	2,003	\$635,950	\$599,070	

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Market Analysis

Summary Analysis



Listing Category	Lowest Price	Highest Price	Average Price	\$/SqFt	DOM
Active	\$579,900	\$699,900	\$649,187	\$309	340
Sold	\$500,000	\$698,900	\$599,070	\$308	226
Total Averages	\$539,950	\$699,400	\$624,129	\$309	283

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Market Analysis

Sold Property Analysis

Address	List Price	Sold Price	DOM	% Chg	\$/SqFt
4416 Denbigh Rd	\$575,000	\$595,000	33	3.48 %	\$350
2048 Arbor Ln	\$609,900	\$610,000	188	0.02 %	\$332
4886 Edgewater Dr	\$649,900	\$606,950	206	6.61 %	\$326
1901 Shorewood Ln	\$680,000	\$680,000	329	0.00 %	\$368
1871 Shorewood Ln	\$699,000	\$620,000	179	11.30 %	\$307
2965 Casco Point Rd	\$699,900	\$698,900	40	0.14 %	\$302
5120 Shady Island Trl	\$575,000	\$575,000	226	0.00 %	\$224
2128 Centerview Ln	\$595,000	\$560,000	456	5.88 %	\$216
4547 Island View Dr	\$650,000	\$565,000	132	13.08 %	\$387
4917 Island View Dr	\$589,900	\$500,000	327	15.24 %	\$216
3510 Tuxedo Rd	\$689,900	\$675,000	303	2.16 %	\$334
450 Lafayette Ave	\$617,900	\$503,000	299	18.60 %	\$333
<i>Sold Averages</i>	\$635,950	\$599,071	227	5.80 %	\$308

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Seller's Approximate Proceeds

	Low	High
■ Price:	\$570,000	\$630,000
■ Costs:		
First Mortgage	\$90,000	\$90,000
Second Mortgage	\$10,000	\$10,000
Commissions	\$34,200	\$37,800
Escrow Fees	\$755	\$815
Home Warranty	\$350	\$350
Pest Inspection	\$50	\$50
Tax Stamp	\$650	\$718
Title Insurance	\$3,150	\$3,450
Termite Work	\$0	\$0
Other Work	\$0	\$0

Total Estimated Closing Costs	\$139,155	\$143,183
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Net Cash To Seller	\$430,845	\$486,817
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I understand that the above is an estimate only and that the actual costs which would be incurred may vary if an actual sale is consummated. The estimate amounts above are not guaranteed in any way.

Seller

Date

Broker/Sales Associate

Date

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Why do you need a Real Estate Professional

Do you really have all the time, energy, information, resources, and contacts to properly market and sell your home? Would the process be a smooth one? Would it give you more time to focus on your personal life? Would you be able to get the best price for your home? Below we have listed just a few areas in which we believe a real estate professional truly earns their commission:

Pricing

A real estate professional is best suited to determine a pricing strategy for your property. You don't want to miss opportunities by overpricing or undervaluing your property. Knowledge about the surrounding areas, pricing trends, local information, and experience will ensure you are getting the best price for your home.

Marketing

A real estate professional has many ways to effectively market your property. Proven marketing methods include flyers, open houses, the internet, local newspapers, and listing in the local Multiple Listing Service (MLS). There is a common misconception that advertising sells real estate. The NATIONAL ASSOCIATION OF REALTORS® studies show that 82% of real estate sales are the result of contacts through previous clients, referrals, friends and family, and personal contacts.

Keep in mind, advertising is only one part of marketing. The choice of media and frequency of advertising depends a lot on the home and specific market. Overexposure of a property in any media may give a buyer the impression the property is distressed or the seller is desperate. A qualified real estate professional will know when, where and how to advertise your property.

Marketing also includes the exposure of your home to other real estate professionals and the general public. In many markets over 50% of real estate sales are cooperative sales; that is, a real estate professional other than yours brings in the buyer. Your real estate professional acts as the marketing coordinator, disbursing information about your property to other real estate professionals through the MLS, open houses, and office meetings.

Preparation is critical to marketing your property effectively. A real estate professional is best suited to recommend repairs and cosmetic work that will significantly enhance the salability of your home.

Security

When the property is marketed with the help of a qualified real estate professional, you avoid allowing strangers into your home. Real estate professionals will generally pre-screen and accompany qualified prospects through your property. This increases your safety and allows for any last minute preparation.

Negotiating

Your real estate professional can assist you with objectively evaluating every buyer's proposal without compromising your marketing position. This initial agreement is only the start of a process that involves appraisals, inspections, and financing - and a lot of potential obstacles. Your real estate professional can help you write a legally binding agreement that will be more likely to make it through this complicated process.

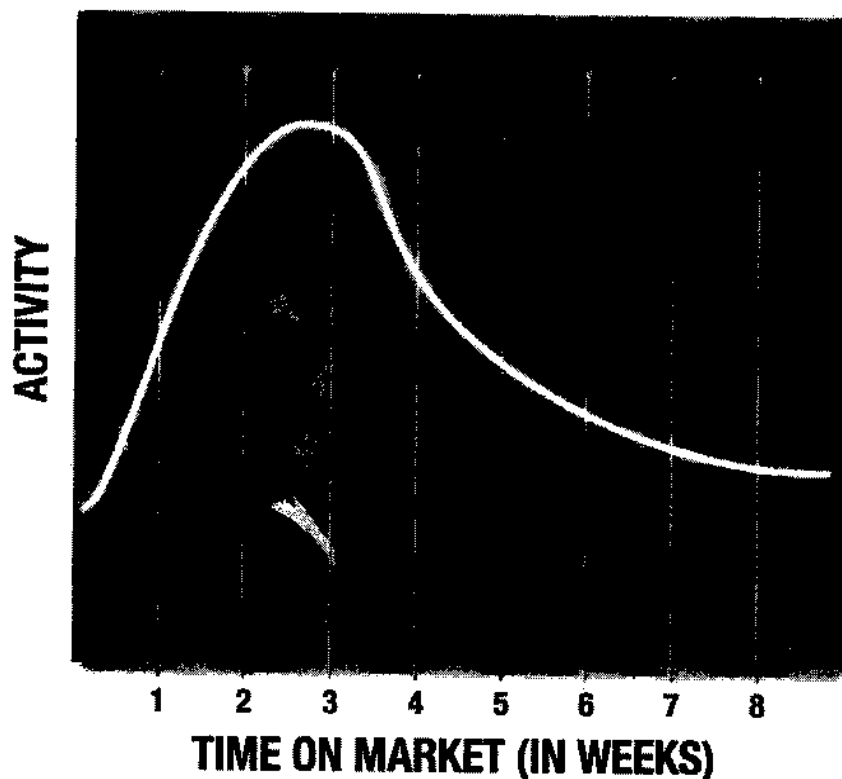
Monitoring, Renegotiating and Closing

Between the initial sales agreement and closing/settlement, questions may arise. For example, unexpected repairs are sometimes required to obtain financing or a concern with the title could potentially be uncovered. The required paperwork alone is intimidating for most sellers. Your real estate professional is the best person to objectively help you resolve these issues and move the transaction to closing/settlement.

Your real estate professional can also meet with other professionals involved in the transaction process. Their industry contacts can make sure any unforeseen issues are handled reliably and quickly.

Preparing Your Home For Sale

Selling Price vs. Timing



You need to price your home prudently from the beginning, when buyer interest will be high.

Timing is very important in real estate. The above graphic shows the importance of placing your property on the market at a realistic price from the start. A home attracts the most excitement and interest when it is first placed on the market for sale. A home has its greatest chance for selling when it is newly listed. Pricing your home correctly, from the start, will help it sell in the shortest possible time frame.

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Preparing Your Home For Sale

Marketing Planner



Date	Task	Completed
_____	Sign listing papers	<input type="checkbox"/>
_____	Input listing into the MLS	<input type="checkbox"/>
_____	Order lock box for property	<input type="checkbox"/>
_____	Order for sale sign for property	<input type="checkbox"/>
_____	Create flyers and other marketing materials	<input type="checkbox"/>
_____	Advertise in local newspaper and on web site	<input type="checkbox"/>
_____	Hold open house	<input type="checkbox"/>
_____	Review pricing strategy	<input type="checkbox"/>

Prepared by Paul Larson